

RICHMOND WANTS THE VERY BEST

Electricity Is Utilized in Business Houses and in the Richmond Homes.

ONE WHO KNOWS SPEAKS OUT

Wonderful Growth in Electrical Supply Business as Shown by the Books.

"While Richmond has made rapid strides in building, manufacturing and finance, it is my firm opinion that in none of these lines has such wonderful development been made as in the manufacture and improvement of electrical supplies of all kinds." This is the statement of G. A. Tower, vice-president of the Tower-Binford Electrical Manufacturing Company.

Continuing, Mr. Tower said: "Not only has there been an immense increase in the local demand for electrical appliances and supplies, but the greatest possible strides have been made in perfecting materials and devices used in electrical installation. I should say that the demand for materials in our line has increased at least fifty per cent. within the last two years and the improvement in the product has been more than doubled."

"Residents of Richmond, owners and builders, some few years ago demanded only cheap materials. To-day they want only the best. This improvement in demand is due to the fact that with the spread of electricity the people have become better educated as to its demands, and have found that the best materials used in fitting up houses pay the best. Nowadays iron conductors are in great demand for wiring buildings. A few years ago this was not the case."

"The many and varied electrical devices for household usages have been booming steadily of late. Until quite recently but few Richmond homes had such conveniences as electrical radiators, coffee percolators, broilers, water heaters, and to-day they are selling rapidly. These devices are being adopted because they are more economical, safe and handy than the old style devices. Their freedom from smoke and danger, their cleanliness and many other advantages go far to making them more desirable than the old styles. Of course, the cost of using these materials is governed by their size and time in use."

"One of the greatest economical uses of electricity in Richmond is for manufacturing purposes, where motors are installed in buildings for industries of all sizes and kinds. The great advantage, from a standpoint of economy, in the electric motor is that you don't have to keep fires banked and then have employees get up work an hour or two earlier to get up steam. Your motor costs nothing when it is not running and doing work for you. Electrical current is the most economical power known. There can be no question about that fact. You pay for only what you actually use. When your motor is idle your cost is also idle."

"Tailors are installing the electrical radiators in their shops all over the city. These irons have proven a great help to them, as they are also to ladies who want to or have to do their own family ironing."

"Until within the last few years the Tower-Binford Company shipped much of its product to other States, and had but a small amount of business in Richmond, though it had its share of what there was here. Since the demand for electric equipment of all kinds has increased the demand in Richmond has caught up with the outside demand, and the firm is busy supplying Richmond orders as well as the orders from other sections of the country."

Two Deaths From Measles.

(Special to The Times-Dispatch.)
ROCKVILLE, HANOVER CO., VA., March 2.—Within the two-year-old child of Mr. and Mrs. S. W. Fitzhugh, died Friday with the measles.

Ever the nine-year-old child of Mr. and Mrs. S. C. Detrick, died Friday night at 9 o'clock. She had been sick nearly all of her life, so when she was taken with the measles her little frail body was too weak to stand it.

In Shoes the Styles Swing Back to Tan.

This will be a Tan season—Tan Oxfords, Tan Pumps, Tan Shoes.

This store will lead in great variety of styles and in low prices. On the wrong side of Broad Street.

Ladies' Tan Bluchers, worth \$3, at \$2.00.

Ladies' Tan, Two-Eyelet Pumps, worth third more than our price of \$2.00.

JUST ARRIVING, a fine assortment of Misses' light and dark Tan Button and Blucher Shoes.

Ladies' Tan Pumps, all sizes.

Ladies' Patent Leather Pumps, \$1.00 to \$2.00.

Ladies' Gun Metal Pumps, \$1.50 to \$2.00.

Children's Tan Button and Bluchers, \$1.00 up.

Hurry along for yours!

Albert Stein

Corner 5th and Broad.

The Store That Sells Up-to-the-Minute Shoes.

The Beauty of Cut Glass

depends upon its brilliancy—that depends upon the design, depth of cuttings, and the quality of the glass.

The glass we sell is the best made—clean cut, sparkling, exquisite in design and moderate in price.

D. Buchanan & Son

Jewelers,
One Eleven E. Broad Street

DEVELOPMENT OF ELECTRIC POWER

And How It Is Revolutionizing the Manufacturing Interests of the World.

While the actual history of electrical power dates back to 1834, the year Thomas Davenport, the self-taught Vermont blacksmith, discovered the electric motor, the actual development of the power has been since 1880. The greatest growth in this industry has been during the past fifteen years, and each year sees a greater increase in the business of manufacturing electrical motors, until now it is estimated that fully 16,000 electric motors are turning out every month by the General Electric Company and other large electrical manufacturing concerns.

Since 1870 all power has increased wonderfully in this country. The greatest actual and relative increase has been between 1890 and 1900. Steam increased 77.7 per cent; gas 1,408.2 per cent; water 15.9 per cent; electricity 1,895.4 per cent; (the greatest increase), other power 944.8 per cent.

The use of electrical current for the transmission of power has been one of the most notable features in the development of manufacturing. In 1890 the United States census reported 15,569 horse power. The census of 1905 showed that this class of power amounted to 1,138,203 horse power. The totals of other classes of power were given for 1905 as follows: Steam, 10,664,580; gas, 28,554; water, 1,647,969; other power, 91,789; rented, 62,805.

From 1890 to 1905 steam power increased only 31 per cent; gas power 114 per cent; water power, 13.3 per cent; electricity, 256.4 per cent; other power, 82.6 per cent; rented power, 98.1 per cent.

Mechanical power of some variety was used in 134,520, or 62.2 per cent, of the establishments included in the census of manufacturing in 1905. In 1900 only 22.1 per cent reported power. In 1890, 28.3 per cent.

Electricity for every industry is the goal for which electrical manufacturing concerns are striving, with the result that motors have been improved and made adaptable for every branch of manufacturing from the sawmills to the mines, from toys to battleships; from the action gin to the sewing machine, from the smallest to the largest industrial plant. Motors are made in every size from the little fellow which can be carried in the vest pocket to the motor 2,000 horse power induction motor, the largest in the world, built for the Indiana Steel Corporation by the General Electric Company.

The growth of motor power during the current year promises to be even more wonderful than last, and 1906 was far ahead of 1905 in this respect. The cost of electricity has been greatly reduced by the development of the steam turbine, the use of direct drive in manufacturing, that is, the motors are connected direct with the machine, doing away with all shafting and beltting, and thus saving in transmission from 20 to 60 per cent of the power. This has greatly increased the demand for electrical power. The future of electricity is indeed bright. Scientists, inventors and prognosticators say that an electrical age is dawning, and that all the industrial wheels in the world will be turned by the mysterious power in time to come.

WINSTON GROWS IN VEHICLE WORK

Big Enterprise That Will Spread Winston-Salem's Reputation for Running Machines.

(Special to The Times-Dispatch.)
WINSTON, N. C., March 2.—The papers for the incorporation of the Winston Vehicle Company have been sent to the Secretary of State. It will have an authorized capital of \$125,000. The new concern promises to become an important enterprise for the Twin City. It will take over the plant, business and good will of White & Baynes, located at the corner of Liberty and White Streets. The objects for which this corporation is formed are to build and sell all kinds of vehicles and conveyances of every description; to buy and sell all kinds of vehicles, and all other accessories pertaining to the business; to do a general repair business; to understand that a large building will be erected to take the place of the present plant of White & Baynes. The new structure will have three stories, fronting on Liberty Street, and four stories on Tenth Street. The latest improved machinery in this line will be installed at an early date. A meeting of the stockholders will be held in a few days for organization and the adoption of plans for the conduct of the business. The active management will be in charge of men who have had years of experience in this line.

The Eagle Land Company, of Winston-Salem, has been incorporated with authorized capital of \$100,000. The P. H. Hanes Knitting Company will enlarge its plant by adding a four-story brick building.

Clever Advertising.
Beware! How did you create such a demand for your patent medicine? Quack—just advertising sufficiently. Bigger—but didn't it cost almost a fortune to advertise? Quack—Oh, no! I just got the police to order the drug stores not to sell it on Sunday—Florida Times-Union.

WORLD'S BIG FOUR NATIONS THAT LEAD

The Countries That Consume a Billion Dollars' Worth of Good Stuff.

UNITED STATES IN THE LIST

How This Country Buys and Sells Stuff That Makes the Trade.

(Special to The Times-Dispatch.)
WASHINGTON, D. C., March 2.—Few people have any adequate idea of the extent to which the great manufacturing countries lay the rest of the world under contribution for the maintenance of their industries.

A glance at the imports for consumption on the part of those countries only which consume more than a billion dollars' worth a year shows that there are four nations in this class. In the order of their importance they are the United Kingdom, Germany, the United States and the Netherlands. France comes close to being within this class, but has to be content with a total of \$922,000,000. The other four countries stand as follows:

| Countries. | 1905 | 1906 | Inc. po. |
|-----------------|-------|-------|----------|
| United Kingdom. | 2,759 | 2,928 | 169 |
| Germany. | 1,697 | 1,718 | 21 |
| United States. | 1,177 | 1,177 | 0 |
| Netherlands. | 1,031 | 1,031 | 0 |

Germany has made the greatest gains in these ten years between 1895 and 1905. Meanwhile she has even gone beyond the United States as a buyer of consumable foreign goods. Of our cotton in raw form we sold last year \$110,000,000 worth to her alone. Germany grinds up much of our wheat and works up much of our lumber and timber into wood products, including furniture and household articles.

But the Netherlands are a still greater marvel of growth within this period. While they increased from \$378,000,000 in 1895 to \$1,031,000,000 in 1905, it shows that the small industrial countries are capable of taking their place among the greatest commercial powers of the world. The United States in this period gained only \$377,000,000 in imports for consumption, while Belgium increased her imports to \$1,000,000. When we remember that one of the greatest increments in wealth in modern nations comes from conversion of raw products into manufactured utilities, we can see that, side by side with these countries which trade and manufacture on a large scale, there may be corresponding advances on the part of those with little territory, but with great organizing power in the conversion of natural resources into more valuable forms.

The United Kingdom, on a much larger volume of business, has grown less rapidly. Her imports for consumption are a leading item in her trade statement, and total imports exceed her exports. The peculiarity of British imports is that they are largely contributions from the rest of the world for the use of capital and payments for ocean freight, which her sixteen million tons of steam shipping gather for the service rendered on the high seas. Each of these nations is great in some particular thing. Britain has its sea power to boast of; Germany, its enormous growth of industries and exports; the Netherlands, their wonderful mastery of the world's natural resources in the increase of wealth. The United States, with its immense domestic market, which yearly increases its demand upon the world for the things which it needs for its home uses, exports only about three per cent of the total value of her manufactures. At home we are strong as buyers; abroad we are weak in the proportion of manufactures which we manage to sell.

NEW COTTON MART IS KANNAPOLIS

A Town That Sprung Up in a Night in North Carolina.

(Special to The Times-Dispatch.)
CONCORD, N. C., March 2.—The Cannon Manufacturing Company, of Concord, is laying the foundations for what is said will be in time one of the greatest centers of the manufacturing interests of this territory. The point where the operations are now in progress is called Kannapolis, and is situated six miles north of Concord, on the main line of the Southern Railway, between the developments of the Whitney Reduction Works, on the north, and the Southern Power Company, on the south. The line in direct line with the transmission lines which the two corporations will run through Piedmont Carolina. The new Kannapolis mill, which is now being constructed at the point, will be of monstrous size and capacity, and so far as known will be the only spinning and weaving plant in Piedmont Carolina. It will cover seven acres of ground, and will be one story high. The floors will be of concrete and the walls of brick. The building will contain approximately 30,000 spindles. All the machinery will be operated by electricity from the power plant of the Southern Power Company, seventy miles away. The company last fall signed a contract with the power company for 5,000 electrical horsepower, the largest single contract of its kind ever consummated in the South.

Dun's Review.

NEW YORK, March 2.—R. G. Dun & Company's weekly review of trade tomorrow will say:
Jobbing trade in dry goods and millinery for spring distribution continues the most active commercial feature, a large attendance of country buyers planning liberal orders at the leading centres, and it is the exception when transactions are not equal to those of a year ago, while substantial gains are often recorded.

Leading industries have orders covering full production many months in advance.

The only adverse feature in the outlook is the discussion of wage scales that usually appear about this season, but no extensive struggle is imminent.

Steadiness is the dominant feature of the markets for iron and steel.

More advances in prices of cotton goods in the primary markets testify to the inability of mills to stand the business in sight and the urgency of demand for second hands that were not prepared for the needs of distributors.

The slight rise in cost of raw material had no bearing on the situation.

(Don, no attention having been paid to that factor for some time past.)

Progress is slow in woollens, most buyers in the men's wear market, having returned home after placing initial orders that do not establish a definite position.

New business at New England foot-wear factories is slowly but steadily increasing, orders from Eastern jobbers for late spring and early summer delivery.

In the Vernacular.
An Iowa man tells of an amusing incident in connection with an expedition in that State, where one of the attractions was the Indian Department, where the red men dwelt in their tepees and mimicked their own history in dances and mock fights.

After one of these exhibitions by the Indians, a Boston girl undertook to talk to a young Indian brave. "Heap much fight," she said.

The red man smiled grimly, drew his blanket over his head and turned away, and replied:

"Yes, this is indeed a great exposition. We flatter ourselves that our portion of the entertainment is by no means the least attractive here. May I presume to ask who it is that I have the honor to address?"

The Boston girl had been talking to a Carlinite graduate.—Buffalo News.

FRANCE WILL GROW HER OWN COTTON

PARIS, March 2.—The French Colonial Cotton Association, which was started three years ago by the French cotton manufacturers, with the object of exploring the French Colonies for the purpose of ascertaining where cotton could be advantageously grown, has obtained some surprising results, and seems to warrant their confidence that in a few years the French Colonies will be able to supply a considerable portion of the raw cotton consumed in France. In round figures France bought over \$50,000,000 worth of raw cotton last year, chiefly from the United States. Unlike the British Cotton Growers' Association, the French society has not organized with the object of profit, but with the purpose simply of furnishing free seed to the local inhabitants of the Colonies for test purposes, upon the understanding that the association would buy all cotton produced. Seeds were sent not only to hitherto untended regions, American seed was principally used, the best results being obtained with Mississippi, Louisiana, and Sea Island.

William C. West, Architect.

1103 East Main Street,

(Merchants National Bank Building).

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is a sure protection. We sell it under a money-back guarantee. You can get a sample for the asking.

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Park and Cary Streets, Richmond, Va.

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at any time at your office, if you do not mind my drawings to go outside.

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In any size, for any purpose, made promptly.

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stock of Stoves—cooking and heating—in the city. The largest variety, too.

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Exclusive Agents Majestic Ranges, Detroit Jewel Gas Ranges, etc., etc.

Largest and Best Equipped Awning and Tent Factory

South of New York

Over 7,500 square feet Window Shades, Fly Screens, Venetian Blinds, Decorations & Flags

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IN FACT,

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If Dissatisfied, Come or Let Us Know.

Electric Appliance Co.

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ORNAMENTAL GRILLES

for doors, windows, arches, etc., etc. Fencing, gates; in fact, everything in Iron, Brass and Wire.

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Let us bid on your work and convince you that our prices, considering workmanship, are lowest.

Paint - Paint - Paint

Makes the old house look new. Makes the old-fashioned house look modern, if the colors are rightly chosen.

Makes any house sell or rent quicker. Makes your house last longer and saves other repair bills.

We use the best materials and labor on all our work; you get full paint value for every dollar you spend.

R. L. PETERS,

No. 9 N. SEVENTH STREET.

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has progressed with the development of the science of sanitation and we have kept pace with the improvements.

Have you? Or is your bathroom one of the old fashioned, unhealthy kind?

If you are still using the "closed in" fixtures of ten years ago, it would be well to remove them and install in their stead, snowy white "Standard" Porcelain Enamelled Ware, of which we have samples displayed in our showroom. Let us quote you prices. Illustrated catalogue free.

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Corrugated and V-Crimp Roofing, Painted and Galvanized.

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Tarred Paper.

Tin Plate.

Hardware, Lime, Cement, Terra Cotta Pipe.

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Expert Service Rendered Day or Night.

New Motors Installed While Old One is Being Repaired,

Without Extra Cost to Customer.

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Is Doing Your Plumbing?

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